

**GOVERNMENT OF INDIA
STEEL
LOK SABHA**

UNSTARRED QUESTION NO:5696
ANSWERED ON:02.05.2002
RESTRUCTURING OF SAIL
SUNIL KHAN

Will the Minister of STEEL be pleased to state:

- (a) whether the Government have restructured SAIL through formation of two strategic business units based on product profile;
- (b) if so, the details thereof and the reasons therefor;
- (c) whether Central Marketing Organisation of SAIL is likely to be bifurcated; and
- (d) if so, the details thereof?

Answer

MINISTER OF STATE OF THE MINISTRY OF STEEL (SHRI BRAJA KISHORE TRIPATHY)

(a)&(b): The Financial and Business Restructuring Plan of SAIL includes formation of product-based Strategic Business Units (SBUs) to ensure focussed planning for production and marketing so as to increase competitiveness. Accordingly SAIL has initiated the process for formation of these units.

(c)&(d): Central Marketing Organisation of SAIL has already been internally re-organised into `Longs` and `Flats` for over a year to improve marketing efficiency.